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Automotive News

March 17, 1986

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60th year—$50.00 per year, $1.25 per copy

Brazil suffers a hangover on ethanol

Costs zoom, spin complex problem

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SAO PAULO.—The runaway costs of Brazil's answer to the energy crisis mean the country's four auto makers could soon be asked to reduce their production of ethanol-fueled cars.

That could mean costly retooling for the four multinational producers operating in the protected market—Volkswagen, General Motors, Ford and Fiat—just after they had been publicly congratulating themselves on gearing up to meet the production targets of the alcohol program.

With the ethanol program forecast to lose a massive $2 billion this year after a $650-million deficit in 1985, plus an estimated 30-percent production surplus, the whole plan is coming under urgent scrutiny.

The thinking behind the 10-year-old alcohol scheme was to reduce Brazil's dependence on imported oil. Centered on Brazil's motor industry, it has been widely hailed. Today, more than 90 percent of the cars manufactured in Brazil are made to run on ethanol.

As a result, some 2.4 million of the 12 million cars on the road are fueled with ethanol. The rest, apart from one million diesels, use gasohol a four-to-one mix of gasoline to alcohol.

The car makers, fully committed to the rapid switch over to ethanol, may now find themselves frustrated by the escalating cost of the ethanol at the time of a sharp drop in the price of oil. And even when oil prices were at their peak, ethanol was barely competitive. Today, the cost of producing a barrel of hydrous ethanol—the kind put in cars—is estimated at around $37, almost three times the price of gasoline.

Petrobras, Brazil's state-owned oil company, which is responsible for the ethanol program, is taking the mounting loss between the high cost of subsized ethanol pro-

Please turn to Page 69, Col. 1

Joe Wissens

Sharing the profits

About 164,000 Ford Motor Co. employes received an average profit sharing payout of $1,200 last week. Ford marked the occasion by organizing a Profit Sharing Day at its Dearborn engine plant. Peter J. Pestillo, left, Ford vice president-employe and external affairs, passes a check to Ben Love, UAW Local 600 Dearborn engine plant building chairman. Story on Page 4.

U.S. Ford to export engines

By Mary Connelly
Detroit Reporter

Ford Motor Co.'s Dearborn engine plant has launched an aggressive campaign to garner worldwide business and will begin supplying 100,000 engines to Ford of Europe's German and English operations this fall.

Engine plant officials are also negotiating to supply engines to Mazda Motor Corp., a Taiwanese company and a Greek company, according to George Pfeil, manager of the Dearborn engine plant.

Pfeil also said the plant anticipates supplying Ford with engines for the Escort/Lynx replacement due in 1990.

In addition, the Dearborn engine plant will supply all the fuel tanks used by Mazda at its Flat Rock (Mich.) plant now under construction, and officials have had preliminary discussions with Nissan Motor Mfg. Corp., U.S.A., to supply fuel tanks for the Japanese maker's assembly operation in Smyrna, Tenn., according to Pfeil.

Ford is spending $3 million to boost engine production from the current annual capacity of 550,000 units to 612,000 units by year-end to meet European demands, Pfeil said. Ford will also spend $80 million to convert the plant to dual production of 1.8-liter and 1.9-liter engines for the North American and European markets, Pfeil said.

The plant currently produces 1.9-liter, 4-cylinder engines for the Escort/Lynx and an electronic fuel injection version of the 1.9-liter engine. In addition, the plant supplies 96 percent of the fuel tanks for Ford's automotive operations.

Pfeil said Ford foresees no need for additional "brick and mortar" at the plant. However, employment is expected to increase in the 1990s if the plant is successful in gaining additional business. There are currently 1,300 hourly and 325 salaried employes at the plant.

"We are competing worldwide for 4-cylinder engine business," Pfeil said.

Production increases beyond the projected 612,000 units annually are possible if demand

Please turn to Page 68, Col. 1

Chrysler's minivan seen as world car

By Mary Connelly
Detroit Reporter

Discussions are under way in China, Europe and unspecified Communist-bloc countries as Chrysler Corp. seeks to make its minivan a "world car."

"We think the front-wheel-drive van wagon is a world car. We think it very easily could catch on in different continents, Europe, Asia and other world markets," Richard E. Dauch, Chrysler executive vice-president of manufacturing, said in an interview with Automotive News. "There are a lot of business discussions going on, but we have nothing to announce."

Chrysler is currently discussing a possible venture with European-based companies and Communist-bloc countries, Dauch said.

He did not specify which countries. However, several Chrysler executives traveled to Romania earlier this year for exploratory sessions on possible ventures in that country.

In December, Chrysler confirmed that officials planned to visit the country to discuss possible minivan production in Romania. The talks, described as "very preliminary," were expected to focus on a joint venture or licensing arrangement in which Chrysler would share its technology and product but would not own or run the overseas operation.

Discussions in China center on several products in addition to the minivan, Dauch said.

"We have also discussed with China the potentialities of our world-class 2.2-liter engine and the derived engine families as well as our world-class fwd van wagons, our very durable pickup trucks and our rear-wheel-drive van wagons," Dauch said.

The minivan is assembled at Chrysler's Windsor (Ont.) plant.

In January, Chrysler Motors

Please turn to Page 68, Col. 2

New-car stock near 2 million

By Kathy Boyer
Detroit Reporter

Inventories of unsold new domestic cars pushed nearer the two-million mark as the month opened.

Standing at a 6½-year high, the total on March 1 was 1,867,265, the highest since Aug. 1, 1979, when 2,026,294 were counted. A month earlier, the total was 1,767,086, and a year earlier, it was 1,603,527.

However, in terms of days' supply, the inventory was virtually unchanged. The March 1 total of 73 days compared with 72 a month earlier and 59½ a year earlier.

The ideal days' supply figure is generally considered to be about 60, thus a heavy days' supply figure could lead to production cutbacks beyond those recently announced.

A step toward easing the inventory burden was taken by General Motors when it announced recently that it will cut back production at four of its assembly plants. Volkswagen also cut pro-

Please turn to Page 70, Col. 1

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Dealer-limit law linked to prices

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—A study by the FTC Bureau of Economics found that new-car prices are 6.14 percent higher in states that have laws which limit the establishment of new dealerships.

The study was based on 13 states. Extrapolating the results to the 36 states with such laws, the restrictions cost consumers $3.2 billion last year, the FTC study said.

Donald Scheffman, bureau director, said: "This study shows that these laws benefit auto dealers at the expense of consumers, who pay higher prices for new automobiles."

Although the study does not necessarily represent the commission's views, it did receive the personal endorsement of Acting Chairman Terry Calvani, an antitrust specialist.

At a breakfast meeting with reporters, Calvani stressed the need to alert consumers, regulators and state officials. He added that if states desired to reexamine their laws, FTC staff could offer expertise, testimony and even personal appearances.

In reexamining state laws, he added, those who seek such laws should be called upon to justify them, especially in light of their cost impact on consumers.

Frank McCarthy, NADA executive vice president, termed the FTC study "incredibly irresponsible." He said, "I don't understand how they can put out something that uses 1978 data, oddball hypotheses and models with no basis in reality to come up with a number they call accurate."

In 1983, 36 states had Relevant Market Area (RMA) laws—laws that restrict establishing new-car dealerships near present dealerships selling the same make of car. Under those laws, existing dealers can protest to the state if an auto maker plans a new point. The burden is then on the franchisor to justify his need. Many times, according to the study, new dealerships are not established.

A major finding of the study—"The Effect of State Entry Regulation on Retail Automobile Mar-

Please turn to Page 68, Col. 1

The Miami Vice feeling, on a budget

California Custom Coach, Pasadena, offers the 1986 Daytona America, a replica of the Ferrari Daytona Spyder, the same look-alike that turns heads on Miami Vice. Such replicas are built from 1978-80 Corvettes, customized with fiberglass body panels, reproductions of Ferrari seats and dashboard and a dual headlight mechanism similar to the original. The price is $39,500, vs. about $150,000 for the Spyder, which was dropped in 1974.

Yugo is rated below average in head-injury protection

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—The Yugo GV two-door hatchback—one of the first four 1986 models crashed by NHTSA—fared worse than average in head injury protection but was a bit better than average on chest protection and did very well on leg protection for the driver and front-seat passenger.

The Yugo, along with a Buick Century coupe and sedan and a Mazda 323 LX two-door hatchback, were the first 1986 cars crashed at 35 MPH by NHTSA.

Safety standards require only that cars pass 30-MPH crash tests. But since 1979, NHTSA has been crashing cars at the higher speed—and one-third more force—to give consumers data on how well models of the same size and weight compare.

Anthony Ciminera, executive vice president—product planning for Yugo of America, said that he fears that the media will cause confusion among the public in reporting the results of the 35-MPH crash.

"This differential of only 5 MPH seems insignificant to the general public, but it results in 36 percent greater energy than the 30-MPH test. It is important to note that no car is required to pass this test," Ciminera said.

Ciminera, stressing that the Yugo passed the required 30-MPH crash test, said that 11 of the 17 cars tested by NHTSA in 1985 failed the Head Injury Criteria test at 35 MPH, and that all of those cars were heavier than the Yugo.

The Yugo showed a HIC of 1415 for the driver and 1318 for the front-seat passenger. The lower the rating, the better, and an HIC of 1000 at 30 MPH is considered acceptable for meeting safety standard 208. NHTSA has released graphs indicating that the HIC figures are of most importance because they indicate the likelihood of survival for an average driver or front-seat passenger wearing a seat belt correctly.

Ciminera said that five of the cars that failed the HIC test in 1985 recorded higher HIC numbers than the Yugo. Those were: Chevrolet Astro, 2202; Dodge Lancer, 2187; Chevrolet Spectrum, 1559; Renault Alliance, 1519, and Mazda B-2000, 1434.

He also said that a check of NHTSA HIC records since the 35-MPH crashes were begun in 1979 will show that "the Yugo outperformed vehicles that are substantially larger, heavier and cost thousands of dollars more."

Ciminera said he contacted NHTSA for an explanation of the necessity of the 35-MPH crash and for reasons why results were released piecemeal. The agency had not responded at presstime.

The Yugo's driver chest deceleration load was 59 Gs; for the passenger, it was 38. Again, in 30-MPH crashes, chest Gs can be as high as 60 and still be acceptable.

Femur loads for driver, left and right, were 870 and 86 pounds, and passenger femur loads, left and right, were 695 and 525 pounds. Standard 208 allows femur loads of 2,250 pounds in 30-MPH crashes.

The two Buicks and the Mazda did much better than the Yugo on the critical head injury numbers,

Please turn to Page 69, Col. 3

New York sues Ford on lemon-law charge

By John A. Russell
New York Staff Writer

ALBANY.—Ford Motor Co. was sued last week by the state attorney general for allegedly violating the state's lemon law.

Atty. Gen. Robert Abrams charged in State Supreme Court here that by imposing a $100 deductible on consumers who use the company's extended warranty, which usually takes effect after one year or 12,000 miles, the company is violating the state's 1984 lemon law.

Under that law, repairs under warranty must be provided free of charge during the first 18,000 miles or two years after purchase of the vehicle.

While Ford was the only manufacturer sued, the suit also affects other manufacturers, including Chrysler, which follow similar policies.

That is the only requirement of the law which Ford is charged with violating.

A spokesperson for Ford Motor Co. said in a statement that the company "believes our powertrain warranty is in compliance" and " the lawsuit should not have been brought."

The spokesperson added that the company's warranty is similar to those of other manufacturers.

Abrams said "Ford's interpretation defies the plain language of the law that a defect covered by a warranty shall be corrected at no charge to the consumer. Consequently, we allege that Ford engaged in repeated illegal conduct by imposing this deduction."

This could be a costly suit if Ford is found to have violated the law. In addition to seeking an injunction on the company to cease the practice, the attorney general is asking the court to order Ford to make full restitution to all consumers who paid the charge.

Assistant Atty. Gen. Rachael Kretser, head of the Albany office of the attorney general's Consumer Fraud Bureau, told Automotive News she had no estimate on the numbers of consumers that are involved nor any estimate on the cost to the company.

Please turn to Page 69, Col. 1

Service, parts gains continue rapid clip

By Arthur Flax
Service Editor

Service and parts business at new-car dealerships continued to climb in 1985. The increase was especially impressive since it followed a year of record gains.

In 1985, the Automotive News Service Index showed that shop business at dealerships amounted to 107.5 percent of that in 1984. During 1984, shop business increased 113.5 percent, the greatest gain in the 24-year history of the Service Index.

November was the only month in 1985 to show a decline in business with a mark of 98.1 percent of that recorded in November, 1984.

According to the Service Index, business bounced back in December and amounted to 110.2 percent of the volume recorded in the same month of 1984.

All indicators for full-year 1985 and for December were positive.

The category with the biggest gain through 1985 was total labor sales (including both customer paid and warranty) with an increase of 10.9 percent over the previous year.

Repair orders written registered a gain of 8.2 percent during 1985. Gross profit on all labor parts and accessories sales scored a 7.7-percent increase for the year. Shop parts sales (customer and warranty) were up 6.2 percent, and sales of all parts and accessories showed a 4.5-percent increase.

Sales of all parts and accessories to off-the-premises customers were up 4.3 percent for 1985, compared with 1984.

The total labor sales indicator also registered the top increase in December, up 14.3 percent over the previous December. Gross profit on all labor, parts and accessories sales was up 14.2 percent during the 1985 month as compared with a year earlier.

Repair orders written showed an 8.0 percent increase and shop parts sales climbed 5.6 percent. Sales of all parts and accessories were up 4.7 percent.

Sales of all parts and accessories to off-the-premises customers were up 4.0 percent in December, 1985, compared with December, 1984.

Figures used in the Service Index are averages compiled from reports on shop business from a cross-section of the nation's new-car dealerships.

SERVICE INDEX

98.1★

	Dec., '85 vs. Dec., '84	12 mos., '85 vs. 12 mos., '84
Gross Profit on All Labor and P&A Sales	+14.2%	+7.7%
Repair Orders Written	+8.0%	+8.2%
Total Labor Sales (Customer & Warranty)	+14.3%	+10.9%
Shop Parts Sales (Customer & Warranty)	+5.6%	+6.2%
Sales of All P&A	+4.7%	+4.5%

★—Survey by Automotive News shows that dealers' service and parts business in December, 1985, was 110.2 percent of business in November, 1984. Service business during all of 1985 was 107.5 percent of business in the corresponding period in 1984.

Ford boosts V-6 and V-8 prices

By John K. Teahen Jr.
Senior Editor

Ford Motor Co. last week raised the prices of its optional V-6 and V-8 engines and also hiked the stickers on some of the cars that have a V-6 or a V-8 as standard equipment.

Ford said the action is designed to improve its CAFE average. Apparently, the thinking is that a higher price may dissuade some customers from purchasing the larger, lower-MPG power plants, either as optional or standard.

Price hikes are $61 on the optional V-6 and $91 on the optional V-8. Because of the discount structure, the bump is $58 to $123 on models that carry those engines as standard equipment.

Ford said the boosts on optional engines and some cars represent an average hike of less than two-tenths of one percent when applied to its entire domestic fleet of cars.

There was a $58 increase on the Ford Mustang LX convertible. At the top of the list, there were $123 hikes on the Lincoln Mark VII LSC, the Bill Blass and the Lincoln Continental Givenchy. There were boosts of $61 on Ford Taurus and Mercury Sable models that have a V-6 as standard equipment.

Several car lines on which the bigger engines are standard were exempt from the increase. There were no boosts in base prices of the standard-sized Ford Crown Victoria, Mercury Grand Marquis and Lincoln Town Car, all of which have V-8s. Also bypassed were the Ford Thunderbird and Mercury Cougar models that have a V-6 as standard. The optional V-8 for Thunderbird and Cougar went up, however.

There were no increases in the base prices of small cars which have 4-cylinder engines as standard—Ford Escort and Tempo and Mercury Lynx and Topaz.

Mazda prices rise 4.3 pct.

By John K. Teahen Jr.
Senior Editor

It was Mazda's turn to raise imported-car prices last week, and this week the pointer may stop at Nissan. Nissan has told its U.S. dealers that a boost is coming, but it hasn't told them how much it will be. About 5 to 6 percent is anticipated.

Mazda said its increase averaged $386, or 4.3 percent, on cars and trucks. The company did not supply a car-truck breakout, but the hike on cars is estimated at well over $400.

The raises ranged from $150 on the base 323 two-door hatchback to $950 on the RX-7 GXL sports car.

It was Mazda's third hike on 1986 models.

The base 323 hatchback now is $5,795, up $600 in the past year. Other 323 models are $1,100 to $1,300 more than GLC models were at this time last year. This time, 323 models, other than the base unit, rose $400.

In the 626 series, the starter is the Deluxe four-door sedan at $9,295. It went up $300 last week and is up $800 since last March. All 626 models climbed $300-$400 last week and have risen $700-$800 in the past year.

The RX-7 jumped $700 and is now $13,595. The RX-7 has been redesigned for 1986, and the base model is $2,650 more than it was a year ago. The RX-7 GXL went up $950 last week and now is $18,445.

The RX-7 Turbo went up $861, to $20,195.

Mazda pickup trucks were increased $100 to $500.

Nissan repriced some models last week as it introduced its 1987 Sentra, Stanza and Maxima lines. The base Sentra two-door sedan climbed $350 to $5,999—it was $5,499 a year ago. Nissan said the full Sentra series went up 6.3 percent last week.

The Maxima four-door sedan, at $15,199, rose $740 last week—5.1 percent is up $1,700 since last March.

index

Advertising news	50
Auction reports	54-55
Classified advertising	56-63
Dealing with dealers	39
Editorial page	10
Inventories	70
Personnel	64
Production by makes	71
Registrations, car	22, 52
Sales, car	70
Sales, truck	12, 32
Service highlights	20
Truck highlights	12

60th year—No. 5118

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

Mitsubishi's Diamond Care aims at buyer satisfaction

Continued from Page 20

the dealerships to make the three-part Diamond Care program work. Benson said new training materials, including videotapes, are being sent to the dealerships to bolster product knowledge on the sales side. In addition, salespersons are given a vehicle-delivery checklist to go over with the customer on delivery as an orientation program for the buyer.

Benson said participation of the salesperson in the delivery process is vital and often is overlooked as a way to build customer satisfaction. Too many times, he said, the customer picks up the keys to a $10,000-plus purchase from the cashier, not the person who sold the car.

In the backshop, MMSA has boosted the allowance for pre-delivery inspection by two-tenths of an hour and is recommending that all dealers deliver cars with full tanks of gas.

While it doesn't seem like much on the surface, Benson said the extra time means the difference between rushing through PDI or using the allowance to go over the car one more time and catch small things that may be missed on the first go-around.

In addition, MMSA has an incentive program for technicians in which they can earn prize points based on customer satisfaction with their delivered vehicle.

Perhaps the most important element in Diamond Care is follow-up, according to Benson. After the sale, the customer receives an invitation to return after 1,000 miles to have the car checked and adjusted. MMSA has a service allowance of three-tenths of an hour for that. Benson stressed that the followup is an invitation.

"In the industry, we've gotten away from the 1,000-mile inspection," he said. "We're careful not to call it an inspection. There is nothing in it that says you have to come in."

However, if a customer chooses to come in, it gives the dealer an opportunity to establish a service relationship that will continue.

"We want to make the delivery and the 1,000-mile invitation a positive experience," Benson said.

Diamond Care is the latest element to be added to MMSA's Triple Diamond Service program, according to Benson. Another addition is the Tech Line, which provides a toll-free number service managers can call if they encounter a problem in servicing or repairing vehicles.

Benson said support personnel, recruited from the ranks of field service management, man two phones, one in MMSA's New Jersey regional office and the other here in Fountain Valley, during business hours.

If a technician runs into a problem he can't solve, he takes it to the service manager who must place the call to Tech Line. A file is opened and possible fixes are discussed.

Once a fix has been found, it is recorded in the computer file and the dealer keeps a copy of the worksheet.

Car audio aftermarket group plans strategy against OEMs

WASHINGTON.—Sidney Dickstein, legal counsel for the Car Audio Specialists Assn. (CASA) announced that the group intends to use litigation in its efforts against vehicle manufacturers' installing audio systems as standard equipment on automobiles.

During the group's semiannual business meeting, which was held during the Winter Consumer Electronics Show, CASA officials discussed legislative, consumer education and litigation strategy to use against OEMs.

The meeting was attended by aftermarket distributors and retailers.

Barry Casoli, CASA president and co-partner in Hammond Electronics, Columbus, Ohio, said the group is launching a fund-raising drive and membership recruitment campaign to prepare for "aggressive action against the car manufacturers."

A consumer education campaign will focus on making "new-car buyers aware that the radio delete option does not extend to pre-installed audio equipment after the cars reach dealerships," said Cheryl J. Hollins, CASA executive director.

The group will use statistics collected on consumer opinion forms to approach legislators on a state-by-state basis, Hollins said.

CASA's Specialty Car Audio Workshop, attended by about 300 people, discussed "'exotic' automobile engineering and OEM electronic developments . . . that challenge the car audio aftermarket to remain competitive with the vehicle manufacturers," CASA said.

The group decided to create approximately 25 network centers throughout the country to promote involvement with the organization. Regional seminars will also be held.

Porsche opens training center in Midwest

Continued from Page 20

ized dealers, Bruce R. Mundy, service organization manager, told Automotive News.

Chicago-area dealers who attended the opening reception said the base salary for their employes is about $40,000, with some earning $60,000 or more because they are paid a base rate plus incentives for accurate, speedy work.

Bruce Semersky, general manager of The Porsche Exchange, Highland Park, Ill., and Len Pecktold, manager of Ed Mathieu Imports, Chicago Heights, Ill., said they were considering taking the course themselves.

Gilman said the facility will train all levels of technician from apprentice to master.

"Our goal is to have the best mechanic training program in the imported auto market," he said.

Mundy said Porsche North America expects another record-breaking year for sales, led by the 944 Turbo and the 924-S, which will be introduced later this year.

Last year, sales were up 24 percent over 1984 levels.

The metropolitan Chicago area is a leader in the shift in Porsche sales nationwide away from the California market, Duffy said.

California, which once accounted for 50 percent of all U.S. sales, now is closer to 20 percent, Duffy said. Florida, New York, New Jersey and the District of Columbia also are strong markets, Mundy said.

The Porsche Exchange in suburban Highland Park and Lynch Porsche, Chicago, are currently running nip and tuck for leadership in Midwest sales, Duffy said.

Phoenix Isuzu dealers donate zebra to zoo

PHOENIX.—The Valley of the Sun Isuzu dealers have contributed a zebra named Isuzu to the Phoenix Zoo.

The zebra, worth $6,000, will be part of the new zoo section designed to simulate the African veldt.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
DECEMBER, 1985 VERSUS DECEMBER, 1984

	1985 Month	1985 Year	1984 Month	1984 Year
AMC Alliance FWD	4,566	73,472	6,221	99,533
Encore FWD	1,382	41,534	4,012	58,688
Eagle 4WD	198	2,519	328	3,847
Eagle 4WD SW	1,023	10,793	1,915	16,706
TOTAL AMC	7,167	128,318	12,488	188,752
Chrysler Laser FWD	2,488	50,870	3,878	52,079
LeBaron GTS FWD	6,113	67,489	1,291	1,881
LeBaron FWD	5,192	79,304	6,548	86,803
LeBaron SW FWD	581	7,424	744	10,197
E Class-NY FWD	4,629	57,693	5,372	78,862
NY Fifth Ave-Newport	4,866	108,602	8,800	91,681
Total	23,868	371,282	26,633	321,303
Plymouth Horizon FWD	4,495	83,128	6,570	77,548
Turismo FWD	2,767	52,246	3,327	46,684
Reliant FWD	8,522	106,192	6,854	98,221
Reliant SW FWD	2,086	31,021	2,348	36,500
Caravelle FWD	2,711	35,501	2,878	7,868
Gran Fury	630	16,177	1,048	15,278
Total	21,211	324,257	22,825	281,897
Dodge Omni FWD	3,996	70,650	5,178	86,940
Charger FWD	3,151	56,591	3,576	51,128
Daytona FWD	2,907	48,784	3,335	43,474
Aries FWD	5,796	87,882	5,635	78,485
Aries SW FWD	1,668	26,597	2,184	30,778
Lancer FWD	3,653	47,325	1,141	1,499
600/400 FWD	3,412	54,681	5,012	60,709
Diplomat	1,475	33,435	2,722	26,709
Total	26,056	425,755	28,783	359,722
TOTAL CHRYSLER CORP.	71,135	1,121,304	78,241	962,922
Ford Escort FWD	27,682	326,444	23,984	268,340
Escort SW FWD	7,057	80,417	6,410	81,375
EXP FWD	125	18,486	3,141	30,195
Mustang	11,927	157,357	13,506	136,172
Tempo FWD	17,495	278,475	23,431	254,080
Taurus FWD	1,270	1,274	0	0
Taurus SW FWD	378	379	0	0
LTD	5,844	147,522	10,825	144,623
LTD SW	1,626	37,646	3,319	50,015
LTD Crn. Victoria	7,583	135,084	10,252	137,450
LTD Crn. Victoria SW	1,932	25,409	2,243	29,081
Thunderbird	10,331	156,356	14,180	154,073
Total	93,247	1,364,629	111,291	1,286,004
Lincoln Town Car	10,891	116,193	9,147	86,331
Mark VII	1,564	26,401	1,747	28,381
Continental	2,044	27,701	2,513	29,836
Total	14,499	184,295	13,407	144,548
Mercury Lynx FWD	5,417	89,238	4,542	52,686
Lynx SW FWD	1,118	14,382	1,039	13,830
Capri	1,011	15,632	1,621	17,680
Topaz FWD	4,022	73,554	6,391	73,991
Sable FWD	735	735	0	0
Sable SW FWD	123	124	0	0
Marquis	2,673	78,975	7,090	87,783
Marquis SW	359	10,542	793	13,345
Grand Marquis	7,495	122,335	9,568	126,284
Grand Marquis SW	824	11,904	1,170	15,479
Cougar	7,824	119,554	10,623	119,865
Total	31,329	515,895	42,837	520,868
Lincoln-Mercury Division Total	45,828	680,190	56,244	665,416
TOTAL FORD MOTOR CO.	139,075	2,045,019	187,535	1,951,420
Buick Skylark FWD	319	58,323	8,091	102,345
Skyhawk FWD	6,560	79,578	6,490	108,921
Skyhawk SW FWD	467	5,833	717	10,085
Somerset Regal FWD	7,331	93,259	4,858	11,047
Century FWD	16,139	209,324	16,289	181,210
Century SW FWD	1,621	23,944	2,490	28,388
Regal	6,234	114,047	10,688	183,271
LeSabre	1,697	101,923	12,240	145,564
LeSabre FWD	1,784	2,351	0	0
Electra	0	0	132	34,628
Electra FWD	10,155	100,013	6,766	46,344
Buick SW	1,377	13,545	1,543	15,234
Riviera FWD	2,229	48,891	4,935	52,257
Total	55,913	851,031	75,231	919,904
Cadillac DeVille	30	1,827	1,135	82,279
DeVille FWD	13,660	113,418	7,806	47,388
Cimarron	1,947	22,768	1,247	19,012
Fleetwood & Chassis	2,381	40,536	4,427	39,761
Fleetwood FWD	607	31,939	3,042	18,803
Eldorado FWD	3,217	60,754	6,290	68,847
Seville FWD	1,889	29,986	3,315	35,167
Total	23,731	301,228	27,262	310,257
Chevrolet Nova	6,741	31,075	0	0
Chevette	8,745	129,007	11,112	165,740
Camaro	11,831	200,091	15,349	198,896
Cavalier FWD	28,386	345,311	24,168	286,548
Cavalier SW FWD	4,361	74,386	6,106	86,172
Citation FWD	466	45,788	5,524	90,418
Celebrity FWD	25,056	276,870	18,576	226,577
Celebrity SW FWD	6,222	84,093	6,789	90,643
Monte Carlo	8,262	111,168	6,368	115,495
Impala	563	40,394	3,166	49,891
Caprice	14,438	150,190	10,949	146,346
Chevrolet SW	3,732	50,933	4,596	59,172
Corvette	3,152	38,042	3,440	30,400
Total	122,555	1,577,349	116,144	1,546,098
Oldsmobile Omega FWD	0	0	392	34,441
Firenza FWD	3,489	40,707	3,497	47,188
Firenza SW FWD	610	9,073	915	13,534
Calais FWD	8,485	122,561	5,765	12,064
Cutlass Ciera FWD	22,165	288,732	15,009	197,414
Cutlass Ciera SW FWD	2,572	41,202	2,932	40,563
Cutlass Supreme-Calais	13,976	218,881	18,985	301,843
Delta 88	4,005	161,509	16,189	227,866
Delta 88 FWD	4,919	6,806	0	0
98	0	0	142	37,043
98 FWD	10,993	122,568	8,857	60,574
Oldsmobile SW	2,043	22,963	1,243	26,138
Toronado FWD	1,544	32,879	3,411	41,106
Total	74,781	1,067,881	77,317	1,039,774
Pontiac 1000	1,440	22,239	2,249	27,211
Firebird	6,386	100,049	6,922	98,868
Sunbird FWD	8,258	106,947	7,891	112,620
Sunbird SW FWD	488	8,236	690	11,507
Grand Am FWD	14,070	116,535	6,154	13,858
Phoenix FWD	0	0	438	13,057
Bonneville	3,348	52,739	3,913	64,313
6000 FWD	12,152	145,456	8,818	102,583
6000 SW FWD	1,238	17,372	1,207	18,089
Grand Prix	3,366	57,290	4,137	70,726
Parisienne	4,234	53,155	4,646	44,177
Pontiac SW	963	14,659	1,249	15,297
Fiero	4,785	90,421	4,841	92,375
Total	80,726	785,098	53,155	685,361
TOTAL GM CORP.	337,706	4,562,587	349,109	4,501,394
Miscellaneous Domestic	21	248	13	267
Domestic Station Wagon Total	45,042	622,777	52,651	713,418
Domestic Grand Total	555,104	7,877,476	667,386	7,604,755
Import Total	293,964	3,011,132	225,853	2,523,974
Grand Total All Registrations	849,068	10,888,608	833,219	10,128,729

Automotive News' analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oldsmobile in 1985 and New York and Oklahoma in 1984.

Premature tire wear a problem

By Jake Kelderman
Washington Reporter

WASHINGTON.—When Irene Marsh, of Greenville, S.C., looked at the rear tires of her 1985 Oldsmobile Toronado recently, she had an unpleasant surprise. With fewer than 6,000 miles on the car, the rear tires were already badly worn and seemed ready for replacement.

Iris Jorosh, also of Greenville, had the same experience just three months after she bought her 1985 Cadillac Seville.

Marsh and Jorosh are not the only owners of newer American front-wheel-drive cars who have had that experience.

L. Dwellion Howard, service manager at Bradshaw Oldsmobile-Cadillac, Inc., Greer, S.C., said he sees people like Marsh and Jorosh nearly every day of the week, as do many other dealers in South Carolina.

Indeed, talks with tire makers and tire dealers as well as with automobile manufacturers and dealers indicate that premature tire wear in newer-model cars is commonplace nationwide.

"It's a problem that definitely has our attention," a General Motors spokesman said.

"We've looked at it and made some adjustments," said a Ford Motor Co. spokesman.

No one seems to know just how widespread the problem is, but it has occurred frequently enough to cause the Center for Auto Safety to ask NHTSA to look into it. The safety agency has declined to do so, however, on the grounds that it is not a safety-related problem.

The auto company spokesmen, as well as some engineers, say that the premature tire wear seems to be the result of a combination of factors. Those include four-wheel independent suspension systems, unrealistic suspension settings and more aggressive tire-tread patterns.

Typically, the rear tires on fwd cars and the front tires on rear-wheel-drive cars manifest the condition first, sometimes in as few as 3,000 miles.

The shoulders of the tires usually wear first in a condition called cupping, followed by what is called scuffing of the tire tread itself.

According to the auto company spokesmen, the premature tire-wear problem is one that primarily affects the new all-season tires now commonly used as standard equipment on U.S.-produced automobiles. It is not a problem specific to any one tire manufacturer's product, the spokesmen said.

Ford was the first to experience the problem in a big way on its Escort and Tempo/Topaz models.

In November, 1984, it sent a notice to half a million owners of those vehicles telling them to bring the cars to their dealerships to check the rear-wheel alignment and correct it if necessary.

Subsequently, Ford extended the tire warranty on the Tempo/Topaz models.

To correct the tire-wear problem, in mid-1985 Ford also made in-plant changes to the suspension settings of both Escort and Tempo/Topaz and made the rear suspension point settings more accessible to servicing.

Ford also issued service bulletins for its LTD, Marquis, Fairmont, Zephyr, Thunderbird and Cougar models. The service called for adjusting the camber and toe settings to compensate for the tire-wear problems.

The GM vehicle most seriously affected by the tire-wear problem has been the mid-engined Pontiac Fiero.

In May, 1984, GM issued a service bulletin to Pontiac dealers cautioning them that rear alignment should be measured and reset, if necessary, when excessive tire wear is encountered. "For best tire wear, toe-in should always be set to the low end of the specification," the bulletin said.

More recently, GM extended warranty coverage to tires on all its 1984-1985 models and issued a technical bulletin to all its dealers stressing the need to rotate tires on affected models on a fixed schedule.

GM recommends the first such tire rotation at 7,500 miles and then every 15,000 miles, though company sources said it would prefer that rotations be made earlier and more frequently.

Unlike in the past, GM is recommending that tire rotation be done in a "cross X" pattern—that is, the left rear tire goes to the right front, the right rear tire to the left front and the front tires move straight to the rear.

The GM cars most likely to be affected by premature tire wear are the fwd A and E series. GM recommends that toe-in on those vehicles be set at 0 degrees.

"As far as current production is concerned, this problem is behind us," the GM spokesman said.

The tire makers, meanwhile, are hesitant to talk about the problem because they believe it is largely Detroit's doing.

According to the tire manufacturers, GM and Ford specify OEM tread patterns and tire characteristics and establish their own suspension settings, so what happens to the tires is not entirely under the tire makers' control.

Fred Caraway, manager of product service at Goodyear, denied there was any premature wear problem with Goodyear tires and maintained that—far from being aggressive—the tread pattern on Goodyear's all-season radials was the "best pattern" for such tires.

Goodyear now recommends that tires on automobiles and trucks be rotated at 6,000 to 8,000 miles and again at 18,000 and 24,000 miles, in an "X" pattern.

Firestone had no comment on the premature wear problem other than suggesting that questions be directed to GM and Ford.

Uniroyal now cautions its dealers and customers to rethink existing tire maintenance practices in light of the high-tech tire/car combinations now on the road.

Tires should be rotated the first time between 6,000 and 8,000 miles and at similar intervals thereafter to prolong tire life, Uniroyal said.

Meanwhile, Automotive News has learned that GM is working with the tire companies to make the tread patterns on the OEM all-season tires less aggressive.

MAJOR MANUFACTURERS BY SEGMENT

	February		Year-to-Date	
	1986	1985	1986	1985
Light-Duty	92,800	102,342	187,510	194,384
Medium-Duty	2,475	3,310	5,363	6,928
Heavy-Duty	783	1,088	1,842	2,315
Ford Total	**96,058**	**106,740**	**194,715**	**203,627**
Light-Duty	95,356	98,457	182,898	196,242
Medium-Duty	1,510	1,432	2,967	3,002
Chevrolet Total	**96,866**	**99,889**	**185,865**	**199,244**
Light-Duty	24,011	24,210	46,420	47,479
Medium-Duty	2,919	2,111	5,395	3,995
Heavy-Duty	489	538	1,125	1,371
GMC Total	**27,419**	**26,859**	**52,940**	**52,845**

LIGHT-DUTY FEBRUARY, YEAR-TO-DATE SALES

	February		Year-to-Date	
	1986	1985	1986	1985
Vans	11,792	14,843	23,987	29,490
Aerostar	8,240	0	16,400	0
Club Wagon	1,726	2,572	3,691	5,846
Ranger	21,729	31,129	44,565	49,708
Bronco	3,273	3,844	6,758	7,933
Bronco II	5,989	7,573	11,973	16,396
Pickups	40,051	42,381	80,136	85,011
Ford	**92,800**	**102,342**	**187,510**	**194,384**
Vans	9,161	11,696	17,385	24,379
Sportsvan	1,400	1,847	2,420	3,771
Astro	10,181	3,459	19,034	6,159
S-10	17,626	25,157	33,675	42,502
S-10 Blazer	11,050	12,222	21,361	26,185
El Camino	2,026	1,463	4,491	3,167
Blazer	3,099	3,712	5,989	7,445
Suburban	3,974	4,138	7,250	8,635
Pickups	36,839	34,763	71,293	73,999
Chevrolet	**95,356**	**98,457**	**182,898**	**196,242**
Vans	3,850	5,243	7,802	10,052
Ram Wagon	2,293	3,014	4,340	5,890
Voyager	8,453	8,134	16,727	15,667
Caravan	8,898	8,565	17,755	16,504
Mini Ram Van	1,175	2,017	2,362	4,142
Ram 50	6,364	6,906	12,293	13,038
Ramcharger	1,266	3,514	2,606	6,685
Pickups	7,379	14,509	16,128	27,037
Chrysler	**39,678**	**51,982**	**80,813**	**99,015**
Vans	2,706	3,133	5,262	6,097
Safari	2,322	659	4,311	1,243
S-15	4,243	5,428	7,960	8,817
S-15 Jimmy	2,742	2,791	5,402	5,836
Jimmy	645	606	1,217	1,386
Caballero	248	164	569	367
Suburban	1,327	1,432	2,617	2,734
Pickups	9,358	9,646	18,295	18,903
P Model	330	349	636	2,096
W-4	90	0	151	0
GMC	**24,011**	**24,210**	**46,420**	**47,479**
CJ	3,425	2,940	7,489	5,929
Wagoneer	782	1,172	1,716	2,518
Cherokee	7,326	7,072	15,242	14,197
Grand Wagoneer	1,204	1,274	2,644	2,812
Comanche	3,181	0	5,999	0
J-10/J-20	105	164	270	348
Jeep	**16,023**	**12,622**	**33,360**	**25,804**
Toyota	28,519	24,432	55,408	48,341
Nissan	15,615	21,932	30,404	52,351
Mazda	9,693	8,726	18,341	15,850
Isuzu	6,876	6,755	12,467	9,787
Mitsubishi	1,753	1,418	2,729	3,212
Suzuki	2,741	0	5,606	0
Imports	**65,197**	**63,328**	**124,955**	**129,541**
Industry Total	**333,086**	**362,869**	**655,158**	**682,485**

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Signal Automotive to build catalyst plant in France

TULSA.—Signal Automotive Products, a unit of Allied-Signal, Inc., said it will establish a French facility to provide automotive emission control catalysts for European auto makers.

The facility, to be developed at a site to be named later, will be the first European automotive catalyst manufacturing plant for Tulsa-based Signal Automotive Products.

The facility is expected to be in operation in early 1988.

Included in the plan is a catalyst development and testing facility which will enable the division to work closely with European auto makers.

Thomas K. Walker, the division's president and general manager, said the facility will be built because of continuing decisions by European Common Market nations that will lead to the widespread use of catalytic systems to control automotive emissions in Europe.

Toyota cited for sales-credit plan

TORRANCE, Calif.—The Center for Public Resources, a nonprofit organization dedicated to developing alternatives to litigation, presented Toyota Motor Sales, U.S.A., Inc., with its Most Significant Practical Achievement award, honoring Toyota's Reversal Arbitration Board.

The RAB—Toyota's alternative to the high cost of litigation—is the brainchild of William A. Plourde Jr., TMS/USA associate general counsel—administration and business operations, and David Laufer, the company's managing counsel.

In mid-1984, faced with a flood of dealer disputes containing allegations that Toyota was unfairly denying them sales credit, Plourde and Laufer conceived of creating an independent panel of arbitrators to hear dealers' cases and determine the proper awarding of sales credit.

"Toyota allocates vehicles to its dealers based on how many vehicles the dealership sells to 'ultimate retail customers,'" Plourde explained.

"Ultimate retail customers are defined as purchasers who buy a vehicle for end use rather than for resale. For every ultimate retail sale a dealership makes, TMS/USA awards the dealership one 'retail sales credit,' good toward its next vehicle allocation.

"However," Plourde said, "only one sales credit is given per vehicle. If a dealer—knowingly or unknowingly—sells a vehicle to a broker, who then sells the vehicle to another dealer, who resells to the 'ultimate retail customer,' the second dealer is awarded credit for the sale, and the first dealer loses the credit."

Due to the high demand for Toyotas, Plourde said, some dealers try to raise their car allocations by buying cars—through brokers—from other dealers and then selling the cars to ultimate retail customers. Such a dealer then requests Toyota to reverse the sales credits given to the first dealer and reassign them to him.

The first dealer then protests the action, saying he sold the cars in good faith to the broker, believing the broker was an ultimate retail customer.

Faced with escalating expenses and mounting dealer hostility over the sales credit issue, Laufer and Plourde developed the concept for a nationwide network of arbitrators to resolve these dealer disputes in a quick proceeding.

Plourde and Laufer selected a panel of nine attorneys, including seven former judges, located in major U.S. cities. Those arbitrators conduct informal hearings—averaging one hour long—in locations as close as possible to the dealers requesting the hearing.

Since the program's inception last May, the RAB has conducted more than 150 hearings in 17 cities in 13 states, resolving dealer disputes involving the allocation of hundreds of vehicles.

A survey of 62 dealers who participated in RAB hearings revealed general satisfaction with the system.

In addition to reducing the number of hearing requests, said Plourde, the RAB has improved Toyota's relations with its dealers, reduced its legal expenses and freed the distribution department to distribute vehicles.

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Corporate Coachworks' Wide-Body

Corporate Coachworks, Springfield, Mo., introduces the Wide-Body limousine, which features a five-inch stretch in width. The 60-inch-wide vehicle provides comfortable seating for three passengers in the rear seat, the company said.

1985 car registrations top 10.8 million; 3rd best ever

By Jenny L. King
Detroit Reporter

New-car registrations in the U.S. in 1985 climbed to their best total in seven years and entered the books as third highest behind 1973 and 1978.

Figures from R.L. Polk & Co., which gathers registrations from 49 states and sales information from Oklahoma, showed 1985

Table on Page 22

U.S. new-car registrations at 10,888,608, up 7.50 percent from 10,128,729 a year earlier, and up 22.01 percent from the 1983 total of 8,924,186.

Record registrations of 11,350,995 were reported back in 1973, with the 10,946,104 of 1978 second best.

Domestic registrations in 1985 totaled 7,877,476, up 3.59 percent from 7,604,755. Imports, which expanded to 27.65 percent of the market from 24.92 percent, were up nearly 500,000 units, to 3,011,132 from 2,523,974.

R.L. Polk counts Volkswagen Golf and Honda Accord models built in the U.S. as imported cars in its tabulations.

For the year, only Chrysler Motors and the imports improved their positions in the U.S. market. Chrysler was up 0.79 percentage points, to 10.30 percent from 9.51 percent, and the imports gained 2.73 percentage points.

General Motors forfeited 2.35 percentage points, Ford Motor Co. was down 0.49 percentage points and American Motors was down 0.68 percentage points.

Domestic nameplates reporting gains for 1985 were Chrysler, Plymouth, Dodge, Lincoln and Pontiac.

December, 1985, registrations moved up 9.84 percent from the November total and kept a slender margin of plus 1.90 percent over the December, 1984, total. Last December, 849,088 new domestic and imported cars were entered on the states' rolls compared with 773,042 in November and 833,219 in December, 1984.

Domestics were up 8.78 percent month to month, climbing to 555,104 in December from November's 510,303. December, 1984, domestic registrations were 607,366.

Imports were the growth area in December, scoring an astonishing 7.51-percentage-point gain in market share over the previous year, to 34.62 percent from 27.11 percent. Imports totaled 293,984 for the month, up almost 70,000 from 225,853 in December, 1984.

Imports, with 34.62 percent of the total, were by far the largest market segment. U.S. intermediates had 24.09 percent in December, compacts had 15.65 percent, subcompacts had 10.47 percent, luxury models had 8.15 percent and standards had 7.02 percent.

The domestics-only market included 36.84 percent intermediates, 23.94 percent compacts, 16.01 percent subcompacts, 12.47 percent luxuries and 10.74 percent standards.

In December, GM lost 2.13 percentage points in overall market share, Ford plunged 3.72 percentage points, Chrysler was off 1.01 percentage points and AMC tumbled 0.65 percentage points. The imports' gain of 7.51 percentage points balanced those losses.

NEW-CAR MARKET SHARES IN U.S.

	DECEMBER					TWELVE MONTHS				
	Regis., December, 1985	Percent Share of Market	Regis., December, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 12 Mos., 1985	Percent Share of Market	Regis., 12 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	122,555	14.43	116,144	13.94	+0.49	1,577,349	14.48	1,546,098	15.26	−0.78
Ford	93,247	10.98	111,291	13.35	−2.37	1,364,829	12.53	1,286,004	12.70	−0.17
Oldsmobile	74,781	8.81	77,317	9.28	−0.47	1,067,881	9.81	1,039,774	10.27	−0.46
Pontiac	60,726	7.15	53,155	6.38	+0.77	785,098	7.21	685,361	6.77	+0.44
Buick	55,913	6.59	75,231	9.03	−2.44	851,031	7.82	919,904	9.08	−1.26
Mercury	31,329	3.69	42,837	5.14	−1.45	515,895	4.74	520,868	5.14	−0.40
Dodge	26,056	3.07	28,783	3.45	−0.38	425,755	3.91	359,722	3.55	+0.36
Chrysler	23,868	2.81	26,633	3.20	−0.39	371,292	3.41	321,303	3.17	+0.24
Cadillac	23,731	2.79	27,262	3.27	−0.48	301,226	2.77	310,257	3.06	−0.29
Plymouth	21,211	2.50	22,825	2.74	−0.24	324,257	2.98	281,897	2.79	+0.19
Lincoln	14,499	1.71	13,407	1.61	+0.10	164,295	1.51	144,548	1.43	+0.08
AMC	7,167	0.85	12,468	1.50	−0.65	128,318	1.18	188,752	1.86	−0.68
GENERAL MOTORS	337,706	39.77	349,109	41.90	−2.13	4,582,587	42.09	4,501,394	44.44	−2.35
FORD MOTOR CO.	139,075	16.38	167,535	20.10	−3.72	2,045,019	18.78	1,951,420	19.27	−0.49
CHRYSLER CORP.	71,135	8.38	78,241	9.39	−1.01	1,121,304	10.30	962,922	9.51	+0.79
AMC	7,167	0.85	12,468	1.50	−0.65	128,318	1.18	188,752	1.86	−0.68
IMPORTS	293,984	34.62	225,853	27.11	+7.51	3,011,132	27.65	2,521,974	24.92	+2.73
MISC. DOMESTIC	21	0.00	13	0.00	−0.00	248	0.00	267	0.00	−0.00
TOTAL	849,088		833,219			10,888,608		10,128,729		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

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factories list auction dates

American Motors

March 18—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

March 19—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid-States Auto Auction, South Bend

March 20—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 21—Floyd Hauhe Auto Auction, Bridgeton, Mo.

March 25—D-A Auto Auction, New Stanton, Pa.

March 26—Kansas City Auto Auction, Kansas City, and Columbus Fair Auto Auction, Obetz, Ohio

March 27—Evansville Auto Auction, Evansville, Ind., and Corry Auto Auction, Corry, Pa.

Chrysler Corp.

March 18—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

March 19—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala., and Minneapolis Auto Auction, Plymouth, Minn.

March 20—Northway Exchange, Inc., Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

March 21—Concord Auto Auction, Acton, Mass.

March 25—Hatfield Auto Auction, Hatfield, Pa.; NuCarPrep System, Santa Fe Springs, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

March 26—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

March 27—Fredericksburg Auto Auction, Fredericksburg, Va., and Floyd Hauhe Auto Auction, Bridgeton, Mo. (day change, this sale only)

Ford Motor Co.

March 19—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

March 20—Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Englewood, Colo.; Skyline Auto Exchange, Fairfield, N.J., and 166 Auto Auction, Springfield, Mo.

March 25—South Seattle Auto Auction, Kent, Wash.

March 26—Columbus Fair Auto Auction, Obetz, Ohio; Concord Auto Auction, Acton, Mass., and Clanton's Auto Auction, Darlington, S.C.

General Motors

March 18—Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

March 19—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis

March 20—Butler Auto Auction, Gibsonia, Pa., and Big H Auto Auction, Houston.

March 26—Golden Gate Auto Auction, Fremont, Calif., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Used Car Sales
Auction Averages

March to date	$4,825
Month ago	$4,880
Year ago	$4,937

Model Breakdown
Auction Averages

	MAR. 1986	FEB. 1986	JAN. 1986
1986	$9,834	$10,059	$8,769
1985	$8,894	$8,655	$8,509
1984	$6,169	$6,158	$5,943
1983	$5,215	$5,232	$5,296
1982	$4,119	$4,089	$4,135
1981	$3,378	$3,382	$3,153
1980	$2,481	$2,478	$2,402
1979	$2,296	$2,348	$1,954
Overall Average	$4,825	$4,811	$4,651

Japanese makers join in research on clean diesel

TOKYO.—Eight Japanese automobile manufacturers and an agency affiliated with the Ministry of International Trade and Industry will establish a research institute to develop a new clean diesel engine.

MITI said the institute, tentatively called Clean Diesel Laboratory, will try to develop a diesel engine with low nitric oxide and exhaust emission within six years. The auto makers applied to the MITI-affiliated Japan Key Technology Center (Japan Key-Tec) to invest $103,450 in the project.

The center, according to MITI, would be founded with an initial $251,000 and is expected to spend $19.7 million for research purposes in the next six years.

The eight firms in the project are Hino Motors, Ltd.; Nissan Diesel Motor Co.; Nissan Motor Co.; Toyota Motor Corp.; Mazda Motor Corp.; Daihatsu Motor Co.; Mitsubishi Motors Corp., and Isuzu Motors, Ltd.

Sales & Inventories

NEW-CAR STOCKS

	Mar. 1, 1986	Feb. 1, 1986	Mar. 1, 1985
Alliance	92	130	109
Encore	199	267	127
Total Renault	115	160	116
Eagle	138	129	121
Total AMC	138	129	121
AMERICAN MTRS.	117	156	117
Horizon	61	75	28
Turismo	94	99	29
Reliant	54	47	71
Caravelle	104	120	74
Plymouth	53	79	69
Total Plymouth	67	67	47
Laser	279	159	75
LeBaron K	81	94	87
LeBaron GTS	110	138	71
Cordoba	0	0	0
Fifth Avenue	116	97	87
E-Class	0	0	93
New Yorker	125	98	0
Total Chrysler	113	110	84
Omni	65	78	31
Charger	90	96	34
Daytona	175	108	69
Aries	67	72	71
Lancer	138	179	72
Dodge 400-600	0	0	0
Diplomat	65	71	86
Mirada	0	0	0
Dodge 600	125	129	85
Total Dodge	93	96	57
CHRYSLER CORP.	90	91	60
EXP	0	0	106
Escort	47	42	70
Mustang	88	89	43
Tempo	42	43	58
Taurus	41	38	0
Thunderbird	65	66	93
LTD	87	93	87
Crown Victoria	87	83	114
Total Ford Division	57	57	75
Lynx	58	58	84
Topaz	39	47	54
Sable	43	43	0
Cougar XR-7	56	62	75
Capri	155	169	97
Marquis	85	91	75
Grand Marquis	82	78	108
Total Mercury	61	65	82
Continental	80	77	45
Lincoln	55	49	50
Mark VII	69	63	48
Total Lincoln	60	54	49
Total L-M Division	61	62	73
FORD MOTOR	58	58	74
Skyhawk	156	160	56
Skylark	0	0	43
Somerset Regal	66	75	63
Century	75	86	34
Regal	77	134	51
LeSabre	88	89	53
Electra	103	107	48
Riviera	101	87	48
Total Buick	86	98	47
Cimarron	105	100	75
Seville	98	82	90
Cadillac	48	58	61
Eldorado	86	77	78
Total Cadillac	56	63	69
Chevette	129	102	55
Nova	59	55	0
Cavalier	52	51	53
Citation	103	117	80
Camaro	142	141	44
Celebrity	65	54	37
Malibu	0	0	0
Monte Carlo	135	136	53
Chevrolet	128	152	79
Corvette	157	148	69
Total Chevrolet	84	80	55
Firenza	166	141	82
Omega	0	0	0
Calais	125	125	70
Cutlass Ciera	54	54	30
Cutlass Supreme	59	57	37
Olds 88	94	75	58
Olds 98	39	52	54
Toronado	87	73	89
Total Oldsmobile	68	66	48
Fiero	128	103	78
1000	121	78	57
Sunbird	60	44	64
Phoenix	0	0	0
Firebird	120	78	69
Grand Am	43	34	25
6000	77	50	38
Bonneville	72	65	60
Grand Prix	95	80	69
Parisienne	106	148	100
Total Pontiac	80	63	59
GENERAL MTRS.	78	75	53
VOLKSWAGEN	78	78	2
HONDA	11	13	24
NISSAN	23	26	0
DOMESTIC TOTAL	73	72	60
Subcompact	65	66	55
Compact	72	69	60
Intermediate	72	71	54
Standard	100	106	81
Luxury	68	72	62

Stock of domestic new cars nears 2 million

Continued from Page 1

duction of its Golf and GTI models in early February.

Mainly because of slower sales, the following models show a sharp increase in days' supply: Laser, Daytona, New Yorker, Chevette, Firenza, Fiero, Pontiac 1000, Firebird and Pontiac 6000.

The increases in the days' supplies of Laser and Pontiac 1000 are a bit misleading: The inventories of those two nameplates in particular increased only slightly during the month. But because they are low-volume lines, even small sales-rate declines result in exaggerated days-supply increases.

Showing notable decreases were Alliance, Encore, LeBaron GTS, Lancer, Regal, Chevrolet and Parisienne.

March 1 inventories were shared as follows: GM, 61.03 percent; Ford Motor Co., 19.16; Chrysler Corp., 16.21 percent; American Motors, 1.88 percent; Volkswagen , 1.02 percent; Honda, 0.35 percent, and Nissan, 0.35 percent.

A month earlier, the standings were: GM, 61.56 percent; Ford Motor Co., 19.00 percent; Chrysler Corp., 15.50 percent; American Motors, 2.17 percent; Volkswagen, 1.07 percent; Honda, 0.37 percent, and Nissan, 0.33 percent.

By size class, the March 1 inventory was divided this way: Subcompact, 16.97 percent; compact, 22.15 percent; intermediate, 37.25 percent; standard, 13.29 percent, and luxury, 10.34 percent.

Shares a month earlier were: Subcompact, 16.61 percent; compact, 22.21 percent; intermediate, 37.99 percent; standard, 12.83 percent, and luxury, 10.36 percent.

Domestic models by size class and days' supply on March 1: Subcompact—Laser, 279; Encore 199; Daytona, 175; Chevette, 129; Fiero, 128; Pontiac 1000, 121; Turismo, 94; Alliance, 92; Charger, 90; Volkswagen, 78; Omni, 65; Horizon, 61; Nova, 59; Lynx, 58; Escort 47; Nissan, 23; Honda, 11.

Compact—Firenza, 166; Skyhawk, 156; Capri, 155; Camaro, 142; Eagle, 138; Firebird, 120; Cimarron, 105; Mustang, 88; LeBaron, 81; Aries, 67; Sunbird, 60; Reliant, 54; Cavalier, 52; Tempo, 42, and Topaz, 39.

Intermediate—Lancer, 138; Monte Carlo, 135; Calais, 125; Dodge 600, 125; New Yorker, 125; LeBaron GTS, 110; Caravelle, 104; Citation, 103; Grand Prix, 95; LTD, 87; Marquis, 85; Pontiac 6000, 77; Regal 77; Century, 75; Bonneville, 72; Somerset Regal, 66; Celebrity, 65; Thunderbird, 65; Cutlass Supreme, 59; Cougar XR-7, 56; Cutlass Ciera, 54; Grand Am, 43; Sable, 43, and Taurus, 41.

Standard—Chevrolet, 128; Parisienne, 106; Oldsmobile 88, 94; LeSabre, 88; Crown Victoria, 87; Grand Marquis, 82; Diplomat, 65, and Plymouth, 53.

Luxury—Corvette, 157; Fifth Avenue, 116; Electra, 103; Riviera, 101; Seville, 98; Toronado, 87; Eldorado, 86; Continental, 80; Mark VII, 69; Lincoln, 55; Cadillac, 48, and Oldsmobile Ninety-Eight, 39.

Supply of imports near 3-year peak

By Kathy Boyer
Detroit Reporter

The stockpile of new imported cars on March 1 increased only slightly from the month-earlier figure but the days' supply was the highest in almost three years.

There were 333,893 new imported cars in port and dealer inventory on March 1. That compared with 329,798 a month earlier and 250,216 a year earlier.

The 37-day supply on March 1 was the highest since the 40-day stock recorded for May 1, 1983. Days' supply had been 36 on Feb. 1 of this year and 31 on March 1, 1985.

The inventory of new imported trucks hit a 42-month high on March 1. The total of 138,800 was the highest recorded since the 153,032 reported on Sept. 1, 1982.

The truck inventory had been 124,781 a month earlier and 87,383 a year earlier.

The 48-day truck supply was unchanged from the previous month, which was the highest since the 55-day supply recorded on Dec. 1, 1983. A year ago, the figure had been 30 days.

The combined imported car and truck inventory March 1 totaled 472,693, the highest since Jan. 1, 1983, when 487,851 units were reported. The current total compares with the 454,579 a month earlier and 337,599 a year earlier.

On March 1, import-car inventory was split this way: Japan, 64.00 percent; Germany, 24.20 percent, and other countries, 11.80 percent.

A month earlier, the shares were: Japan, 65.07 percent; Germany, 22.95 percent, and other countries, 11.98 percent.

Cars by country of origin and the March 1 days' supply were as follows: Japan—Toyota, 8; Honda, 8; Mazda, 21; Mitsubishi, 24; Subaru, 28; Nissan, 39; Isuzu, 51; Chrysler Corp., 71, and Chevrolet, 138, (including 83 for the Suzuki-built Sprint and 193 for the Isuzu-built Spectrum).

Germany—Mercedes-Benz, 20; BMW, 40; Porsche, 65; Volkswagen, 85; Merkur, 88, and Audi, 90.

Other countries—Jaguar, 16; Yugo, 35; Saab, 54; Volvo, 56; Alfa Romeo, 61; Peugeot, 63, and Renault, 275.

Trucks and their days' supply were: Toyota, 26; Mazda, 30; Nissan, 62; Chrysler, 67; Mitsubishi, 78, and Isuzu, 110.

All import truck figures include Nissan's U.S.-built models.

IMPORT STOCKS

	Mar. 1, 1986	Feb. 1, 1986	Mar. 1, 1985
Spectrum	193	215	103
Sprint	83	89	33
Chevrolet	138	149	82
Chrysler Corp.	71	79	54
Honda	8	9	12
Isuzu	51	79	28
Mazda	21	26	21
Mitsubishi	24	21	24
Nissan	39	34	31
Subaru	28	23	8
Toyota	8	8	10
JAPAN	30	30	21
Audi	90	80	124
BMW	40	52	65
Mercedes-Benz	20	23	39
Merkur	88	104	39
Porsche	65	75	43
VW	85	80	95
GERMANY	60	61	77
Alfa Romeo	61	45	82
Jaguar	16	26	35
Peugeot	63	72	48
Renault	275	281	232
Saab	54	55	45
Volvo	56	47	40
Yugo	35	26	0
OTHER COUNTRIES	54	49	51
TOTAL IMPORT CARS	37	36	31
Isuzu	110	122	64
Mazda	30	37	10
Mitsubishi	78	23	36
Nissan*	62	67	27
Toyota	26	28	29
Chrysler	67	69	33
TOTAL IMPORT TRUCKS	48	48	30
TOTAL IMPORT VEHICLES	39	39	31

*—Includes domestic trucks.

Early-March sales drop 4 pct.

By Jenny L. King
Detroit Reporter

Domestic new-car sales the first 10 days in March reflected a certain apathy on the part of consumers.

The sales total was down from a year ago, with General Motors the only U.S. maker to post a gain. It was the fourth decline in seven reporting periods this year.

The current incentive programs weren't bring as many sales as March 1-10 last year, when there were no widespread "bargains" to be had and the fast sales pace set in 1984 was beginning to show signs of weakening.

This year's early March total of 185,904 was down 3.99 percent from 193,625. GM was up 1.30 percent, while its competitors dropped from 10.03 percent to 32.83 percent.

GM domestic sales added to 104,952,compared with 103,604 in 1985. Ford Motor Co. sales were off 10.93 percent, to 47,592 from 53,435. Chrysler Motors reported an 11.56-percent decline, its sales down to 25,191 from 28,483.

American Motors' early-March sales estimate of 1,780 was down 32.83 percent from 2,650. Honda dropped 16.31 percent, to 3,786 from 4,524, and Nissan sales numbered 1,794.

GM's share of the market for the period was up three percentage points. Gaining some ground lost over recent years, GM grew to 56.45 percent from 53.51 percent. Ford was off, to 25.60 percent from 27.60 percent. Chrysler slipped to 13.55 percent from 14.71 percent.

AMC was down to 0.96 percent from 1.37 percent. Volkswagen had 0.43 percent, compared with 0.48 percent a year earlier. Honda dropped to 2.04 percent from 2.33 percent and Nissan earned 0.97 percent.

Four makes posted sales gains over their 1985 levels: Chrysler was up 9.42 percent; Lincoln, 1.93 percent; Cadillac, 7.55 percent, and Oldsmobile, 31.62 percent.

Year-to-date sales were 2.15 percent below the 1985 level, slipping to 1,435,179, compared with 1,466,685.

Ford's subcompact Escort was the period's top-selling nameplate with 8,697 units delivered.

DOMESTIC SALES

	Mar. 1-10, 1986	Mar. 1-10, 1985
Renault		
Alliance-Encore	1,580†	2,250†
AMC	200†	400†
AMERICAN MOTORS	1,780†	2,650†
Chrysler	8,808	8,050
Plymouth	6,587	9,399
Dodge	9,796	11,034
CHRYSLER CORP.	25,191	28,483
Ford	32,276	36,103
Mercury	11,416	13,506
Lincoln	3,900	3,826
FORD MOTOR CO.	47,592	53,435
Buick	14,536	18,792
Cadillac	6,365	5,918
Chevrolet	33,538	35,728
Oldsmobile	32,028	24,337
Pontiac	18,485	18,829
GENERAL MOTORS	104,952	103,604
VOLKSWAGEN	809	929
HONDA	3,786	4,524
NISSAN	1,794	0
U.S. INDUSTRY TOTAL	185,904	193,625

†—Estimate

Canadian car sales jump

By Jenny L. King
Detroit Reporter

February new-car sales in Canada were up an impressive 13.61 percent, with North American-built products climbing to 58,615 units from 51,593 a year earlier.

Trucks were up 29.60 percent, to 26,270 from 20,270.

The car-sales increase was due to big gains for General Motors and Ford, the first and second-ranked auto makers. Chrysler, American Motors and Volvo all reported declines in February.

GM sales totaled 31,361, up 22.51 percent from 25,599. Ford scored a 21.47-percent increase, with sales up to 14,522 from 11,955.

Chrysler dipped to 11,080 from 11,661, a 4.98-percent difference. AMC was down 34.47 percent, to 1,194 from 1,822 (including 323 imported Renaults this year, versus 629 in 1985). Volvo reported sales of 458 new cars, down 17.63 percent from the year-ago month's 556.

GM's share of the February market was up almost four percentage points, growing to 53.50 percent from 49.62 percent in February, 1985. Ford's share was up to 24.78 percent from 23.17 percent. Chrysler's dropped to 18.90 percent from 22.60 percent. AMC's shrank to 2.04 percent from 3.53 percent, and Volvo's was 0.78 percent, down from 1.08 percent.

Car sales at the end of two months were up 5.73 percent, to 106,243 from 100,489 a year ago. January sales of 47,628 had been down 2.52 percent from 48,896.

February truck sales, which include captive imports, shot up 29.60 percent to 26,270 from 20,270 a year ago, with increases posted by the four major truck makers.

GM reported truck sales of 11,566 last month, up 46.18 percent from February, 1985. Ford was up 26.52 percent, to 9,322; Chrysler, 4.90 percent to 4,500; and AMC Jeep, 26.00 percent, to 882.

Year-to-date truck sales totaled 49,997, up 22.62 percent from the year-ago period's 40,773.

Production

Production slips from year's high

By Kathy Boyer
Detroit Reporter

Last week's estimated domestic auto production of 176,257 units was down 3.43 percent from the previous week's 182,516, which was the highest of any week this year.

Last week's scheduled output was 1.83 percent more than the year-ago week's 173,094.

So far this year, according to unadjusted figures, 1,812,163 cars have been assembled, down slightly (0.95 percent) from the 1,829,584 completed last year at this time.

Last week's estimated output was shared as follows: General Motors, 55.77 percent; Ford Motor Co., 21.78 percent; Chrysler Corp., 15.26 percent; Honda of America Mfg. Co., 1.95 percent; New United Motor Mfg., Inc., 1.84 percent; American Motors, 1.28 percent; Volkswagen of America, 1.13 percent, and Nissan Motor Mfg. Co., U.S.A., 0.99 percent.

In a move to adjust inventories, GM has announced production halts at three car-assembly plants and one body plant.

Production of the Oldsmobile Cutlass Supreme and Buick Regal will be suspended March 31 for one week.

Output of the Chevrolet Chevette, which is built at the Lakewood (Ga.) plant, will cease for one week beginning March 24, affecting 2,700 employes.

Beginning today (March 17), the Van Nuys (Calif.) plant, which produces the Chevrolet Camaro and Pontiac Firebird, will be closed for two weeks, affecting 4,100 workers.

The Pontiac Fiero plant resumed production today after being down last week for inventory adjustment.

GM slated overtime Saturday (March 15) at its Tarrytown (N.Y.) plant.

Chrysler scheduled Saturday overtime at its Belvidere (Ill.), St. Louis (No. 2) and Newark (Del.) plants.

Ford scheduled no Saturday overtime.

Ford trucks set a one-day record

Ford Motor Co. assembled more trucks last Wednesday (March 11) at its U.S. and Canadian plants than on any other day in the company's 83-year history.

The record total was 6,927. It surpassed the previous record of 6,903 built on April 18, 1979.

VW workers ratify contract with Big Three wage parity

By Mary Connelly
Detroit Reporter

UAW workers at Volkswagen of America's Westmoreland (Pa.) assembly plant have ratified a three-year contract bringing them to wage parity with the Big Three.

An estimated 95 percent of the Westmoreland workforce will receive immediate pay increases ranging from 3 cents to $1.69 an hour to achieve parity. An assembler will now earn $13.46 per hour, including cost of living allowances.

The contract, ratified by 87 percent of those voting, also provides cost-of-living allowances; a lump-sum bonus in April, 1987, based on earnings, and a provision that Volkswagen will implement in March, 1988, any first-year wage increase negotiated at General Motors in 1987 bargaining. The bonus will amount to $620 for an assembler and $725 for an electrician.

The 2,200 UAW workers at Westmoreland also gained expanded outsourcing and job-security protection, the right to strike over subcontracting, 45 paid holidays during the agreement and improved benefits, the UAW said.

Contract settlement was also reached with the 730 UAW employes at VW's metal stamping plant in South Charleston, W.Va. The plant is for sale and VW said last September that it would phase out the facility within two years.

The 15-month agreement at the stamping plant was approved by 81 percent of those voting. It includes economic and non-economic provisions designed to cushion the impact of the plant closing, the UAW said.

Included are a severance income program, separation payments, early retirement provisions, a six-month continuation of health insurance coverage and job search and training programs.

A third tentative agreement was reached between Volkswagen and the UAW covering 350 union members at the company's air conditioning and heater plant at Fort Worth. That pact was scheduled for a ratification vote by UAW Local 129 Saturday (March 15). For the first time, the agreement calls for a common expiration date with the pact covering Westmoreland workers.

The UAW said the Westmoreland agreement also provides that a UAW logo will be placed on all vehicles assembled at the plant. It is the first time that a UAW contract has included such a requirement.

Truck production passes 700,000

Running a little ahead of 1985, domestic truck production passed 700,000 last week.

Year-to-date, 746,974 trucks have been assembled, 4.94 percent more than the 711,790 completed last year at this time.

Last week's output of 73,355 trucks was down 1.41 percent from the previous week's 74,402 but was 8.05 percent more than the year-ago week's 67,669.

General Motors slated Saturday (March 15) overtime at the following plants: Janesville, Wis.; Flint (Nos. 1 and 2); St. Louis; Baltimore, and Detroit.

Ford scheduled overtime Saturday at its St. Louis plant.

Chrysler's Warren (Mich.) plant resumes production this week (March 17) after being idle since the beginning of the year for model changeover.

Auto production in Canada hits high for year

Canadian auto makers last week scheduled their highest production of any week this year.

The targeted output of 26,090 cars was 7.75 percent more than the previous week's 24,214 and 27.80 percent more than the year-ago week's 20,415.

So far this year, 226,579 units have been assembled, 7.76 percent more than the 210,254 completed last year at this time.

Canadian truck makers also estimated their highest week this year.

The scheduled build of 19,630 was 1.39 percent more than the previous week's 19,360 and 5.10 percent more than the year-ago week's 18,678.

Year-to-date, 197,425 trucks have been assembled, 3.73 percent more than the 190,319 built last year at this point.

American Motors' Brampton (Ont.) plant reported production of the new Jeep Wrangler last week for the first time.

CANADIAN CAR	Week Ended March 15, 1986	Week Ended March 16, 1985	Week Ended March 8, 1986	March to Date	Jan. 1, to March 16, 1985	Jan. 1, to March 15, 1986
AMERICAN MOTORS	98	0	48	146	2,143	1,346
FORD MOTOR	11,647	11,110	10,700	22,347	115,769	116,140
GENERAL MOTORS	14,120	9,080	13,242	27,362	90,002	106,528
VOLVO	225	225	224	449	2,340	2,266
Total Cars, Canada	26,090	20,415	24,214	50,304	210,254	226,579

U.S. TRUCK☆	Week Ended March 15, 1986	Week Ended March 16, 1985	Week Ended March 8, 1986	March to Date	Jan. 1, to March 16, 1985	Jan. 1, to March 15, 1986
CHEVROLET	23,956	22,089	25,598	49,554	241,999	258,792
DODGE	0	4,501	0	0	41,331	0
FORD	31,207	25,133	31,203	62,410	248,541	308,936
GMC	7,652	6,673	7,486	15,138	72,666	77,637
NAVISTAR	1,600	1,643	1,497	3,097	16,372	15,519
JEEP	4,250	3,925	4,134	8,384	43,037	47,506
NISSAN	2,240	2,155	2,035	4,275	26,574	14,262
AM GENERAL	50	50	50	100	530	522
MISCELLANEOUS	2,400	1,720	2,400	4,800	20,740	23,800
Total Trucks, U.S.	73,355	67,889	74,403	147,758	711,790	746,974

CANADIAN TRUCK	Week Ended March 15, 1986	Week Ended March 16, 1985	Week Ended March 8, 1986	March to Date	Jan. 1, to March 16, 1985	Jan. 1, to March 15, 1986
AMERICAN MOTORS	639	0	286	925	0	925
CHRYSLER	9,080	8,891	9,184	18,264	88,823	94,336
FORD	3,581	3,665	3,608	7,189	35,871	36,505
GENERAL MOTORS	6,120	5,955	6,071	12,191	63,273	63,734
NAVISTAR	210	267	211	421	2,352	1,925
Total Trucks, Canada	19,630	18,678	19,360	38,990	190,319	197,425
N. American Trucks	92,985	86,567	93,763	186,748	902,109	944,399

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended March 15, 1986	Week Ended March 16, 1985	Week Ended March 8, 1986	March to Date	Jan. 1, to March 16, 1985	Jan. 1, to March 15, 1986
AMERICAN MOTORS	2,250	0	1,830	4,080	18,522	10,711
Renault Total	2,250	0	1,830	4,080	18,522	10,711
Alliance	1,950	0	1,640	3,590	11,099	9,490
Encore	300	0	190	490	7,423	1,221
CHRYSLER CORP.	26,900	31,521	31,329	58,229	273,597	312,409
Plymouth Total	8,700	9,237	8,402	17,102	79,787	87,528
Horizon	3,600	2,985	3,026	6,626	27,255	32,655
Reliant	3,800	4,525	3,535	7,335	35,615	39,063
Caravelle	1,100	1,279	1,391	2,491	12,763	13,062
Gran Fury	200	448	450	650	4,154	2,748
Chrysler Total	7,700	10,867	10,877	18,577	93,185	112,236
LeBaron	2,400	2,957	2,193	4,593	25,349	27,632
LeBaron GTS	0	2,123	2,549	2,549	15,782	22,848
Laser	1,000	1,092	1,089	2,089	10,557	10,998
New Yorker/E-Class	1,200	1,825	1,808	3,008	15,657	15,910
Fifth Avenue	3,100	2,870	3,238	6,338	25,840	34,848
Dodge Total	10,500	11,417	12,050	22,550	100,625	112,645
Omni	3,500	3,207	3,170	6,670	28,919	33,251
Aries	3,500	3,309	3,067	6,567	27,627	28,291
Daytona	900	849	1,022	1,922	9,824	10,402
Dodge 600	1,700	1,515	2,027	3,727	16,043	17,531
Lancer	0	1,708	1,957	1,957	11,552	17,542
Diplomat	900	829	807	1,707	6,260	5,628
FORD MOTOR	38,381	31,178	40,823	79,204	389,349	375,111
Ford Division	26,699	20,839	28,222	54,921	256,084	255,669
Escort	8,275	2,063	8,960	17,235	66,424	84,618
Mustang	4,270	4,343	4,419	8,689	37,552	43,006
LTD	0	4,600	0	0	51,231	0
Taurus	6,274	0	6,235	12,509	0	45,326
Thunderbird	3,625	5,989	3,693	7,318	49,922	37,908
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,255	3,844	4,915	9,170	39,995	44,811
L-M Division	11,682	10,339	12,601	24,283	133,265	119,442
Mercury Total	7,998	6,896	8,337	16,335	96,275	79,666
Lynx	1,164	550	1,333	2,497	17,593	14,566
Capri	313	212	194	507	4,771	3,716
Marquis	0	2,706	0	0	23,790	0
Sable	2,915	0	2,944	5,859	0	21,934
Cougar	2,431	2,135	2,473	4,904	31,563	25,104
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,175	1,293	1,393	2,568	13,825	14,346
Lincoln Total	3,684	3,443	4,264	7,948	36,990	39,776
Continental	408	631	475	883	6,707	4,561
Lincoln	2,764	2,439	3,199	5,963	26,200	29,841
Mark VI/VII	512	373	590	1,102	4,083	5,374
GENERAL MOTORS	98,296	104,630	97,989	196,285	1,091,893	1,009,870
Buick Total	16,657	18,492	14,718	31,375	207,291	159,165
Skylark (X-car)	0	2,307	0	0	25,402	0
Skyhawk	1,830	2,234	1,723	3,553	22,880	18,779
Somerset/Skylark	2,030	2,691	1,799	3,829	27,766	20,273
Century	5,091	4,194	4,825	9,916	46,966	52,346
Regal	1,525	1,884	1,418	2,943	22,179	9,441
Estate Wagon (rwd)	365	1,939	364	729	29,697	2,769
LeSabre	3,330	0	2,709	6,039	0	21,273
Riviera	890	1,198	400	1,290	13,857	4,385
Electra	1,596	2,045	1,480	3,076	18,544	29,899
Cadillac Total	7,761	8,097	6,549	14,310	83,633	64,967
Cimarron	719	724	693	1,412	6,190	5,103
Seville	878	814	294	1,172	9,378	3,447
Eldorado	877	1,516	427	1,304	17,229	4,510
Cadillac (rwd)	2,040	1,062	1,993	4,033	11,965	16,756
DeVille (fwd)	3,247	3,981	3,142	6,389	38,871	35,171
Chevrolet Total	31,055	36,694	31,988	63,043	390,362	337,266
Chevette	2,315	3,681	2,913	5,228	35,735	26,610
Cavalier	8,814	9,488	8,919	17,733	104,694	97,153
Celebrity	7,592	6,792	7,641	15,233	64,146	67,748
Camaro	4,967	4,672	4,962	9,929	50,125	51,732
Citation	0	1,757	0	0	17,716	0
Monte Carlo	2,640	3,890	2,710	5,350	33,786	26,694
Chevrolet	3,927	5,408	4,054	7,981	75,245	62,525
Corvette	800	1,006	789	1,589	8,915	4,804
Oldsmobile Total	25,702	28,517	24,633	50,335	273,052	258,173
Firenza	1,340	2,071	1,193	2,533	16,368	11,218
Cutlass Supreme	4,195	4,580	4,236	8,431	42,045	47,170
Cutlass Ciera	5,120	9,289	5,098	10,218	85,847	67,000
88 (rwd)	468	4,014	350	818	53,329	5,445
88 (fwd)	8,484	0	7,603	16,087	0	60,883
Olds 98	2,700	3,348	2,564	5,264	31,029	30,370
Calais	2,770	4,307	3,302	6,072	34,142	32,968
Toronado	625	908	287	912	10,292	3,119
Pontiac Total	17,121	12,830	20,101	37,222	137,555	190,279
Acadian**	0	228	547	547	2,491	3,217
2000 Sunbird	3,160	2,521	3,174	6,334	30,410	31,033
1000	1,005	761	968	1,973	7,430	8,286
Firebird	2,656	2,538	2,646	5,302	27,238	28,203
6000	3,900	781	3,235	7,135	5,514	35,119
Parisienne	1,600	1,151	1,624	3,224	16,382	20,409
Fiero	0	2,345	3,343	3,343	23,320	17,168
Grand Am	4,800	2,505	4,564	9,364	24,770	46,844
HONDA	3,440	3,679	3,506	6,946	34,871	38,351
NISSAN	1,740	0	1,783	3,523	0	19,598
NUMMI*	3,250	60	3,250	6,500	265	27,730
VOLKSWAGEN	2,000	2,026	2,006	4,006	21,087	18,383
Total Cars, U.S.	176,257	173,094	182,516	358,773	1,829,584	1,812,163
Total Cars, Canada	26,090	20,214	24,500	50,304	210,254	226,579
N. American Cars	202,347	193,509	206,730	409,077	2,039,838	2,038,742
N. American Trucks	92,985	86,567	93,767	186,748	902,109	944,399
North American Cars and Trucks	295,332	280,076	300,493	595,825	2,941,947	2,982,842

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.